

Message Text

UNCLASSIFIED

PAGE 01 BANGKO 02572 061231Z

65

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 MC-02 /019 W

----- 085097

R 060515Z FEB 76

FM AMEMBASSY BANGKOK

TO USDOC WASHDC

INFO SECSTATE WASHDC 7890

UNCLAS BANGKOK 2572

E.O. 11652: N/A

TAGS: BEXP, TH

SUBJ: AIRCRAFT SALES

REF: TELEX FROM MCDONNELL DOUGLAS CORPORATION

1. EMBASSY RECEIVED A TELEX FROM MR. JOHN C. LITTLE OF MCDONNELL DOUGLAS CORP. OF LONG BEACH, CALIFORNIA, ASKING SEVERAL QUESTIONS RELATED TO ITS NEGOTIATIONS WITH THAI AIRWAYS CO. (TAC) FOR THE SALE OF ONE DC-9 AIRCRAFT. PLEASE PASS FOLLOWING INFORMATION:

2. EMBASSY DOES NOT HAVE ANY CURRENT INFORMATION ON PHINICH AND SONS OR ITS SUBSIDIARY, PVL CORP. ACCORDING TO OUR 1959 WTDR, FIRM FORMERLY KNOWN AS P.L. BROTHERS CO., LTD. WITH MR. PHINICH LENARAT AS MANAGING DIRECTOR. A MEDIUM SIZED TRADING FIRM, IT EXPORTED RAW MATERIALS, SUCH AS TAPIOCA, RICE, JUTE, TEAKWOOD, ETC. TO THE U.S., EUROPZ AND JAPAN. EMBASSY IS UPDATING WTDR.

3. THERE IS NO LIST OF U.S. APPROVED AGENTS IN THAILAND.

4. ALTHOUGH AGENTS ARE GENERALLY USED TO SELL TO THE PRIVATE SECTOR, THEY MUST BE USED WHEN DOING BUSINESS WITH THE GOVERNMENT OR A GOVERNMENT-OWNED ENTERPRISE, SUCH AS TAC.

5. AGENTS' COMMISSIONS GENERALLY VARY FROM TWO TO FIVE PER CENT, BUT HAVE BEEN KNOWN TO BE CONSIDERABLY HIGHER. THAI FIRMS GENERALLY PREFER THAT FOREIGN FIRM QUOTE NET PRICE AND ALLOW

UNCLASSIFIED

PAGE 02 BANGKO 02572 061231Z

LOCAL FIRM TO ADD ON ITS COMMISSION AND OTHER COSTS.

WHITEHOUSE

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 06 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976BANGKO02572
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760046-0607
From: BANGKOK
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760276/aaaacouk.tel
Line Count: 62
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 21 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 JUN 2004 by BrownAM>; APPROVED <17 DEC 2004 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: AIRCRAFT SALES
TAGS: BEXP, TH
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006